

Message Text

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ACTION PM-07

INFO OCT-01 NEA-10 ISO-00 AID-20 IGA-02 CIAE-00 INR-10

NSAE-00 RSC-01 MC-02 ACDA-19 OMB-01 EB-11 L-03 TRSE-00

DRC-01 /088 W

----- 052536

O P 271221Z FEB 74

FM AMEMBASSY KUWAIT

TO DA WASHDC//DALO-ILS-M//IMMEDIATE

INFO CDR AMC ALEX VA//AMCIL-MS/3//IMMEDIATE

CDR TACOM WARREN MI IMMEDIATE

SECDEF WASHDC//ISA(SA)/DSAA//PRIORITY

SECSTATE WASHDC PRIORITY 8896

C O N F I D E N T I A L KUWAIT 0780

E.O. 11652: GDS

TAGS: MASS KU

SUBJ: FMS KUWAIT: MOTOR TRANSPORT AND ENGINEER EQUIP

REF: KUWAIT 0623 (DTG 170502Z FEB 74)

1. REFTEL STATED THAT HIGH ESTIMATED COST OF M-800 SERIES VEHICLEKIS JEOPARDIZING GOK ACCEPTANCE OF 17 TRANSPORTATION AND ENGINEER EQUIP LOA'S. SINCE TRANSMISSION OF REFTEL, GOK HAS ACCEPTED 4 OF THE 17 CASES. THE REMAINING CASES TRUCKS AND TRAILERS WITH AN APPROX VALUE OF \$45 MILLION, ARE STILL IN DANGER. THE HIGH ESTIMATED COST OF THE M-800 VEHICLES IS DRIVING GOK TO AN ALTERNATE SOURCE BELIEVED TO BE MERCEDES FOR ALL TRUCKS AND TRAILERS. GOK WANTS TO INSURE COMMON-ALITY OF NEW EQUIPMENT PURCHASES AND THEREFORE ONE COUNTRY WILL GET ALL REMAINING TRUCK/TRAILER SALES.

2. SAYEGH, GOK PROCUREMENT OFFICER, ADVIOMD US THAT 6 MAR IS AS LONG AS HE CAN STALL A DECISION TO BUY FROM THE ALTERNATE SOURCE. HE FURTHER STATED THAT A \$4000-\$5000 REDUCTION PER M-800 VEHICLE SHOULD ALLOW MOD SHAIKH SA'AD TO MAKE THE DECISION TO BUY ALL US TRUCKS AND TRAILERS.
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3. REQUEST YOU ADVISE NLT 5 MAR STATUS OF POSSIBLE PRICE
REDUCTION FOR M-800 SERIES VEHICLES. FURTHER REQUEST
AUTHORITY TO MAKE PEN AND INK CHANGES TO APPLICABLE
LOA'S IF A PRICE REDUCTION IS CONFIRMED DURING THE NEXT
SEVERAL DAYS.
STOLTZFUS

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NNN

Message Attributes

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